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CAB'S SCHAFFER ADVOCATES CUTBACK IN GA SLOTS

Civil Aeronautics Board Member Gloria Schaffer said last week that cutting back general aviation operations in areas controlled by major FAA en route control facilities would be the most effective way of accommodating the needs of the general public in the current period of reduced system capacity. Schaffer, in an interview, said the greatest number of people could be served by "slightly shaving" the percentage of general aviation slots.

An aide to Schaffer said later she is concerned about providing sufficient slots for the so-called "new entrant" airlines—a number of which have been prevented from starting or expanding service because they could not obtain slots. He said a very small reduction in the number of GA slots, perhaps 100 to 200 per day, would be sufficient to alleviate the problem. He also said the matter has been discussed by other CAB members and that they plan to contact FAA about their proposal.

Schaffer said FAA's policy of maintaining the same pre-strike ratio of operations between the various types of flying—treating general aviation and commercial aviation equally—is not serving the general public. She said GA compromises 35-50 percent of operations at the major control centers, which she termed a "hefty" portion of the system for a small number of people.

A number of CAB members believe the board should play a larger role in slot allocation on grounds that FAA's process of allocating slots is resulting in economic determinations that could thwart the intent of deregulation. CAB has been under pressure from new entrants who are upset with FAA's latest policy statement defining a new entrant as a carrier that had filed with CAB before Aug. 3, 1981 and was not operating on Feb. 17 *(BA, Feb. 22/58)*. A number of interests have apparently been lobbying to roll back the cutoff date to include a number of carriers formed in the past few years as new entrants and give them priority in obtaining additional slots as increases in system capacity occur. All five CAB members and Donald Segner, FAA associate administrator for policy and international aviation and FAA Chief Counsel Sandy Murdock were scheduled to meet to discuss the situation late Friday afternoon.

MARKETERS FEEL SLUMPING GA AIRCRAFT MARKET HAS NOT BOTTOMED OUT

Sales of new general aviation aircraft have been very slow in the first two months of 1982 and interviews with marketing officials of three major manufacturers last week indicate the situation is likely to get worse before it gets better. Shipments of new GA aircraft during the first two months of 1982 were running about 40 percent behind last year's pace and it now appears highly unlikely that the industry will come close to the 1982 forecast of 8,200 aircraft made by the General Aviation Manufacturers Association *(BA, Jan. 18/17)*.

Bob Lair, senior vice president-marketing for Cessna, said he is "really concerned about where this thing is going to bottom out." He noted that even some of the more active markets in the Sun Belt and sales to energy-related companies have started to slow down and predicted that this trend may continue if oil prices keep dropping. Cessna recently announced a new financing program that will provide up to 100 percent financing for buyers of new aircraft in an attempt to stimulate sales of 1982 models and the 1981 models still in inventory *(BA, March 1/66)*. While that program is expected to help, Lair acknowledges that,

(Continued on the following page)

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BUSINESS/PERSONAL AIRCRAFT INDUSTRY — FEBRUARY UNIT SHIPMENTS

Manufacturer		Feb. 82	Cal. Year	Fisc.* Year
BEECH AIRCRAFT CORP.				
• Single-Engine				
BE-C23	Sundowner	2	2	13
BE-A24R	Sierra	1	4	6
BE-F33A	Bonanza	3	6	21
BE-V35B	Bonanza	2	6	11
BE-A36	Bonanza	17	28	85
BE-A36TC	Bonanza	0	0	3
BE-77	Skipper	0	0	7
• Multi-Engine				
BE-B55	Baron	1	4	14
BE-E55	Baron	0	1	1
BE-58	Baron	6	10	39
BE-58P	Baron	0	3	18
BE-58TC	Baron	1	2	3
BE-B60	Duke	2	3	9
BE-76	Duchess	1	2	5
BE-C90	King Air	6	6	25
BE-F90	King Air	3	6	18
BE-C99	Commuter	0	4	18
BE-B100	King Air	1	2	7
BE-200	Super King Air	17	32	86
BE-200	Super King Air C	3	4	8
BE-200T	King Air	0	0	2
Total		65	125	403
	Manufacturer's Net Billing - $45,521,236 (Foreign breakout not available.)			
BRITISH AEROSPACE				
• Multi-Engine				
HS-125-700	Model A	2	4	12
	Model B	1	1	3
Total		3	5	15
BRITTEN-NORMAN (Bembridge) LTD.				
• Multi-Engine				
BN-2	Islander	2	3	9
BN-2T	Turbo Islander	0	0	2
Mark III	Trislander	3	3	3
Total		5	6	14
CESSNA AIRCRAFT CO.				
• Single-Engine				
CE-152		26	39	131
CE-A152	Aerobat	1	2	12
CE-172RG	Cutlass	8	21	66
CE-R172	Hawk XP	0	0	3
CE-172	Skyhawk	37	69	244
CE-180	Skywagon	0	0	8
CE-182	Skylane	17	33	106
CE-182	Turbo Skylane	3	3	14
CE-182RG	Skylane	15	21	36
CE-182RG	Turbo Skylane	3	7	23
CE-185	Skywagon	9	16	45
CE-188	AgHusky	2	5	25
CE-188	AgTruck	3	8	15
CE-U206	Stationair 6	13	22	72
CE-TU206	Stationair 6	16	23	65
CE-208	Stationair 8	1	4	9
CE-TU208	Stationair 8	2	2	3
CE-210	Centurion	5	9	28
CE-T210	Centurion	10	25	95
CE-P210	Centurion	1	4	26
• Multi-Engine				
CE-303	Crusader	14	32	63
CE-310		0	0	1
CE-T310		0	0	2
CE-335		0	0	1
CE-340		5	6	13
CE-402		3	8	25
CE-404	Titan	3	3	7
CE-414	Chancellor	4	10	27
CE-421	Golden Eagle	3	4	22
CE-425	Corsair	8	13	42
CE-441	Conquest	6	12	35
CE-500	Citation I	4	6	24
CE-550	Citation II	10	16	48
CESSNA/REIMS AVIATION				
• Single-Engine				
CE-F152		2	3	12
CE-FA152	Aerobat	0	0	0
CE-F172	Skyhawk	7	11	15
CE-FR172	Hawk XP	2	3	3
CE-F182	Reims Skylane	0	0	0
CE-F182	Reims Skylane RG	0	0	0
Total		243	440	1,366
	Manufacturer's Net Billing - $64,775,260			

Manufacturer		Feb. 82	Cal. Year	Fisc.* Year
AVIONS MARCEL DASSAULT				
• Multi-Engine				
AD-My.10	Falcon	2	3	7
AD-My.20	Falcon	3	4	9
AD-My.50	Falcon	3	9	17
Total		8	16	33
EMBRAER				
• Single-Engine				
EMB-200		3	7	10
EMB-201	Ipanema	0	0	0
EMB-710	Carioca (PA-28-235 Dakota)	2	4	8
EMB-711	Corisco (PA-28RT-201 Arrow)	6	7	8
EMB-712	Tupi (PA-28-181 Archer II)	1	2	5
EMB-720	Minuano (PA-32-310 Saratoga)	1	2	4
EMB-721	Sertanejo (PA-32R-301 Saratoga SP)	3	6	8
• Multi-Engine				
EMB-110		4	6	28
EMB-121	Xingu	0	1	3
EMB-810	Seneca II	2	7	14
EMB-820	Chieftain	0	0	2
Total		22	41	90
ENSTROM				
• Helicopter				
F28F		*	*	5
F-28C-II		*	*	2
280C		*	*	0
280F		*	*	1
Total		*	*	8
FAIRCHILD-SWEARINGEN				
• Multi-Engine				
Metro III		5	6	27
Merlin III-C		1	2	11
Merlin IV-C		1	3	9
Total		7	11	47
	Manufacturer's Net Billing - $11,662,000 (Foreign breakout: 1 Metro III to Israel and another to Denmark)			
GATES LEARJET				
• Multi-Engine				
LR-25D		0	1	8
LR-35A		4	5	33
LR-55		3	6	15
Total		7	12	56
GULFSTREAM AMERICAN CORP.				
• Single-Engine				
GR-164	Agcat	0	1	5
• Multi-Engine				
G-47	Cougar	0	0	1
GR-1159A	Gulfstream III	2	2	11
COMMANDER DIVISION				
• Multi-Engine				
AE-840	Turbo Commander	0	2	12
AE-900	Commander 900	1	1	1
AE-980		0	0	2
AE-1000		2	4	22
Total		5	10	54
	Manufacturer's Net Billing - $22,263,000 (Foreign breakout not available)			
ISRAEL AIRCRAFT INDUSTRIES				
• Multi-Engine				
1124	Westwind	3	7	16
LAKE AIRCRAFT				
• Single-Engine				
LA-4-200	Buccaneer	2	3	13
MAULE AIRCRAFT				
• Single-Engine				
M-5-180C		0	0	2
M-6-235		2	4	9
Total		2	4	11
	Manufacturer's Net Billing - $85,861			

Manufacturer		Feb. 82	Cal. Year	Fisc.≠ Year
MITSUBISHI				
• Multi-Engine				
Solitaire		0	0	4
Marquise		1	2	10
Diamond		0	0	0
Total		1	2	14
MOONEY AIRCRAFT CORP.				
• Single-Engine				
M-20J	201	8	21	56
M-20K	231	13	20	57
Total		21	41	113
(Foreign breakout: 1 Model 201 each to Venezuela, Australia, South Africa; 1 Model 231 to West Germany.)				
PIPER AIRCRAFT CORP.				
• Single Engine				
PA-18-150	Super Cub	3	4	7
PA-28-161	Warrior	7	16	74
PA-28-181	Archer II	10	14	51
PA-28RT-201	Arrow IV	2	2	14
PA-28RT-201T	Arrow IV	6	10	36
PA-28-236	Dakota	1	4	22
PA-32-301	Saratoga	7	10	26
PA-32-301T	Turbo Saratoga	4	5	11
PA-32R-301	Saratoga SP	5	10	37
PA-32R-301T	Turbo Saratoga SP	4	7	36
PA-3[illegible]-375	Pawnee Brave	0	0	10
PA-38-112	Tomahawk	5	17	68

Manufacturer		Feb. 82	Cal. Year	Fisc.≠ Year
• Multi-Engine				
PA-23-250	Aztec	0	0	13
PA-31-310	Navajo	1	2	8
PA-31-325	Navajo C/R	4	7	14
PA-31-350	Chieftain	9	15	58
PA-31T-501TI	Cheyenne I	2	3	4
PA-31T-620	Cheyenne II	0	1	4
PA-31T2-620	Cheyenne II XL	4	7	17
PA-42-720	Cheyenne III	2	5	13
PA-34-200T	Seneca II	0	0	1
PA-34-220T	Seneca III	16	30	105
PA-44-180	Seminole	1	2	2
PA-44-180T	Seminole	0	2	7
PA-600A	Aerostar	1	1	3
PA-601B	Aerostar	0	0	0
PA-610P	Aerostar	0	0	0
PA-602P	Aerostar	4	7	7
PA-T1020		0	0	2
Total		96	181	650
(Foreign breakout not available.)				
Piper delivery figures and billings include aircraft kits shipped to Embraer under the co-production agreement between the companies.				
ROCKWELL INTERNATIONAL				
• Multi-Engine				
NA-65	Sabreliner	0	2	6
SHORT BROTHERS, LTD.				
• Multi-Engine				
SBJ-CS-7	Skyvan	1	1	1
SD-3-30		0	1	4
Total		1	4	11
SINGLE ENGINE TOTAL		290	531	1,750
MULTI-ENGINE TOTAL		189	352	1,113
HELICOPTER TOTAL		*	*	8
GRAND TOTAL		479	883	2,871

UNIT SHIPMENTS COMPARATIVE TREND: 18 MANUFACTURERS

	February			Cal. Year to Date			Fiscal Year to Date		
	1982	1981	1980	1982	1981	1980	1982	1981	1980
Beech	66	106	119	125	198	221	403	529	570
British Aerospace	3	2	2	5	2	4	15	4	13
Britten-Norman	5	0	2	6	4	6	14	18	23
Cessna	243	346	611	440	680	1,430	1,366	2,257	3,541
Dassault	8	8	3	16	14	9	33	35	20
Embraer	22(7)	21(14)	18(8)	41(14)	47(26)	38(15)	90(41)	146(60)	221(61)
Enstrom	*	5	0	*	10	0	8	22	0
Fairchild	7	6	4	11	5	8	47	28	30
Gates	7	5	8	12	12	14	56	50	47
Gulfstream	5	30	7	10	53	15	54	146	65
Israel	3	2	1	7	4	5	16	14	13
Lake	2	4	6	3	7	12	13	23	40
Maule	2	4	8	4	7	11	11	17	24
Mitsubishi	1	2	3	2	4	10	14	14	29
Mooney	21	22	36	41	41	63	113	116	166
Piper	98	219	327	181	394	596	650	1,018	1,498
Rockwell	0	3	9	2	5	18	6	13	60
Short	1	0	1	4	0	4	11	5	5
Total	479	777	1,155	883	1,466	2,441	2,871	4,369	6,205

Parentheses show actual Embraer deliveries, not including aircraft kits.

* Figures are not available from the manufacturer.
≠ Fiscal Year: Oct. 1 through Sept. 30.